To: Steven MacLeod

Re: POS Indicator feedback

Steven:
Below is the Albany Division response to your request.

1. The positives of the current system is that it enable the rep to identify and request the needed POS, without having excess supply. The negatives are that fixtures/displays seem to change rapidly in stores. If not continually updated by the R/R or S/R, it quickly produces over/under supply of needed POS.

2. Existing POS types are fine.

3. I believe that setting the POS quantities by territory would save updating time, and improve available supply. Both R/R and S/r should have impute into total quantities. I do not believe we experience sufficient benefit from a store specific POS system.

4. Salem & Doral can be included in the POS supplies by territories - quantities identified by S/R's

Sincerely,

Rick

51845 7431

Source: https://www.industrydocuments.ucsf.edu/docs/ltmy0000